



ENERGY STAR Partner of the Year—Leadership in Energy Management

California Portland Cement Company

Glendora, California

California Portland Cement Company (CPC), a cement and concrete manufacturing company with production facilities located throughout the southwestern United States, has established itself as an industry leader by building on its commitment to manage energy strategically throughout its operations to achieve meaningful energy savings. CPC's approach includes the appointment of an energy program director, regular involvement of the chief executive officer in setting energy and cost goals across the company and reviewing performance, extensive energy teaming for each operation, the benchmarking of performance at plants, the development of plans for modernizing inefficient plants, and the training of employees on methods for improving efficiency. CPC has achieved more than 138 million kBtu in energy savings, equivalent to preventing the emissions of more than 27 million pounds of carbon dioxide.



Colorado Springs School District 11

Colorado Springs, Colorado

Colorado Springs School District 11 joined ENERGY STAR in 2003. Since that time, District 11 has assessed the energy performance of more than 90 percent of its 61 schools, undertaken improvements, and elevated the average rating across the portfolio of schools by 10 points. As a result, District 11 was among the first public organizations to be named an ENERGY STAR Leader. District 11's success reflects a strong energy management program funded from energy savings, backed by the commitment of the superintendent and board of education, and overseen by a full-time coordinator. Twice a year, District 11 schools receive incentive awards based on their energy savings. Major projects have included a focus on preventive maintenance, holiday shutdowns, a Lights Out Campaign to raise awareness, and retro-commissioning. To date, District 11 has achieved total energy cost savings of almost \$4 million, including more than \$750,000 in 2004 alone. The 2004 savings are equivalent to the salaries of 27 additional teachers.



Giant Eagle, Inc.

Pittsburgh, Pennsylvania

Giant Eagle continues to excel in using energy management practices to deliver results year after year. The energy management program for its 215 corporate and independently operated supermarkets starts with a clear mission statement linked to long-term goals for energy reduction and routine progress reports. The director of conservation reports directly to the president and oversees an action plan designed to achieve the company's corporate goals. Giant Eagle uses EPA's energy performance rating system to identify which stores are good candidates for retrofits or re-commissioning and to track energy savings over time. Giant Eagle's re-commissioning effort has shown an average 12-percent improvement. In addition, the company's already impressive portfolio-wide rating showed a four point improvement in 2004, earning Giant Eagle recognition as an ENERGY STAR Leader.





Marriott International, Inc.

Washington, DC



Since partnering with ENERGY STAR in 2001, Marriott International has embarked on an ambitious, company-wide mission to enhance its energy management systems and procedures with great success. Marriott's energy management program starts with the commitment of senior corporate leaders to environmental stewardship and cost containment. In 2004 Marriott developed and distributed a comprehensive Energy Conservation Program Resource Guide to all properties that includes a self-audit, sample energy action plan, and guidance for purchasing energy-efficient products. Marriott urges all properties to have an energy champion and energy committee. The company supports its top-down commitment to energy efficiency with training and education. For example, Marriott requires energy management training for all hotel general managers and assistant general managers of select service and extended stay brands. Marriott has rated the energy performance of its properties with EPA's energy performance rating system, focused greater attention on preventive maintenance, and aggressively upgraded equipment and lighting. The financial value of Marriott's energy savings is equivalent to hiring approximately 80 full-time engineers.

New York-Presbyterian Hospital

New York, New York



New York-Presbyterian Hospital (NYPH) actually comprises four hospitals—including the university hospitals of Columbia and Cornell—as well as medical office buildings. NYPH delivers comprehensive medical services to residents of New York City and its surrounding boroughs, handling 100,000 discharges, scheduling more than 850,000 outpatient visits, delivering 11,500 babies, and accommodating 178,000 emergency visits each year. NYPH joined ENERGY STAR in 2003, recognizing that every dollar saved on energy costs is a dollar that could be devoted to healthcare delivery or medical research. Under the leadership of a full-time energy program manager, NYPH rated the energy performance of all its facilities and set a goal of achieving and maintaining ENERGY STAR status for both its hospitals and medical office buildings in 2005. The hospital is well on its way toward accomplishing these goals, having already been recognized as an ENERGY STAR Leader for achieving a 10-point portfolio-wide improvement from the first round of energy-saving capital projects. To maintain continuous improvement, NYPH sponsors energy-related events and created a conservation hotline, which allows staff, patients, and visitors to submit energy-saving ideas. Employees are recognized with the "Service Star" award for contributions that improve energy savings. NYPH's combined savings in energy is equivalent to generating more than \$18 million in new business.



The Saunders Hotel Group

Boston, Massachusetts

The Saunders Hotel Group's commitment to environmental stewardship dates back to the 1980s when the company was internationally recognized for pioneering ecotourism. Executives subsequently created the "Saunders Hotel Initiatives to Nurture the Environment" (S.H.I.N.E) program, which includes a company-wide pledge to conserve energy and improve performance. Regular energy benchmarking and tracking, in concert with monthly "Green Team" meetings, promote effective communications and help inform business decisions. Major projects have included using EPA's energy performance rating system to assess the efficiency of its properties, installing heat pumps, adding lighting and heating controls, installing water-saving devices that reduce natural gas and water use, and focusing on operating and maintenance procedures. In 2004, The Saunders Hotel Group saved the equivalent of selling more than 4,700 guest rooms at the average daily rate.

The Saunders Hotel Group
Preserving The Past, Protecting The Future

Toyota Motor Manufacturing North America, Inc.

Erlanger, Kentucky

Toyota Motor Manufacturing North America, Inc., (TMMNA) oversees manufacturing operations for vehicle assembly, parts, and materials facilities in North America. Toyota, founded on the principles of continuous improvement, operates a world-class energy management program. TMMNA's energy motto says, "Use only what you need, when you need it, in the amount needed." A sampling of a long list of best practices includes goal-setting from the corporate level to the production floor, benchmarking for a variety of indicators and operations, comprehensive communication of energy performance to all employees, achievement of goals through action plans developed for each plant and reviewed by senior management, and the use of model plants for proof of concept in energy use reduction. An ENERGY STAR partner since 2003, TMMNA consistently promotes the sharing of best energy management practices within its industry and supports benchmarking among U.S.-based automobile assembly plants. In 2004 TMMNA reduced energy consumption per vehicle by 9.1 percent for vehicle assembly operations and 13.1 percent for engine manufacturing despite a continued increase in vehicle and engine production. The company has reduced overall energy-related carbon dioxide emissions by 17 percent per vehicle since 1996.





Transwestern Commercial Services

Houston, Texas



Transwestern Commercial Services, a national third-party property management provider, identifies energy efficiency as a win-win opportunity for its clients, the environment, and the firm's competitive position as a real estate manager. Transwestern sees the potential for energy efficiency to survive the firm's tenure as building operators by establishing standards that may be inherited by its successors. In 2004, the firm leveraged its 2003 ENERGY STAR Partner of the Year Award recognition to stimulate additional accomplishments. Transwestern successfully managed the sale of several of its highest ENERGY STAR-rated properties at premium prices and has been awarded new management contracts for an equal amount of square footage with the specific intent of improving the energy performance of the properties. Through its commitment to continuous improvement in energy management, Transwestern increased the number of its buildings that earned an ENERGY STAR rating by 71 percent in 2004. Sixty-one properties saw an average 12-point increase in their benchmarking ratings, and a total of 42 buildings have earned the ENERGY STAR label. Despite adding 70 properties with inefficient energy systems to its management portfolio, the firm also improved its portfolio-wide average rating. Across the country, more than 70,000 property occupants in 161 office buildings are benefiting from the lower operating costs in Transwestern's properties and receive encouragement to pursue energy efficiency in their offices and homes through ENERGY STAR promotional materials and campaigns provided by Transwestern.



ENERGY STAR Partner of the Year—Excellence in Promoting Superior Energy Performance

Avista Advantage

Spokane, Washington

Avista Advantage is the developer and provider of Facility IQSM, a management tool that provides out-sourced bill payment services of facility-related expenses for organizations operating large-scale, multisite enterprises. The company's mission is to enable the efficient management and payment of facility-related bills, while converting bill data into actionable intelligence about each facility. Currently, Avista processes, analyzes, and pays more than \$8 billion in facility-related electric, natural gas, telecom, waste, and water bills annually, with the vast majority being electric and natural gas services. Avista's partnership with ENERGY STAR has led the way to a new market opportunity by linking client energy data into EPA's energy performance rating system. The integration enables Avista to offer clients a customized report that includes continuous benchmarking of energy performance. By working with major multisite clients, Avista has introduced this new service that facilitates a seamless, monthly ENERGY STAR rating for all buildings in its clients' portfolios. Working with several key ENERGY STAR partners to demonstrate the value of such a service, Avista has succeeded in providing electronic benchmarking for almost 1,500 buildings.



NSTAR Electric

Boston, Massachusetts

NSTAR Electric is one of the largest investor-owned electric and gas utilities in Massachusetts, with more than 1.4 million residential and business customers in more than 100 eastern Massachusetts communities, including the greater Boston area. NSTAR has made great strides in establishing a new model for delivering energy-efficiency services. In 2004, NSTAR utilized EPA's energy performance rating system as the centerpiece for an innovative commercial sector pilot effort to educate customers on the overall energy performance of their buildings. As a result of this initiative, the utility benchmarked more than 7 million square feet of facility space for commercial and industrial customers and offered each customer a comprehensive Energy Efficiency Opportunity Assessment (EEOA) that recommends low-cost/no-cost operational measures, building envelope improvements, as well as capital improvements. To encourage implementation of the recommended measures, NSTAR offered rebates and established other programs for energy-efficient products and improvements. Most of the participating customers have taken steps toward saving energy.





ENERGY STAR Partner of The Year—Retailer

Lowe's Companies, Inc.

Mooresville, North Carolina



For the third year in a row, Lowe's Companies, Inc., can call itself ENERGY STAR Retail Partner of the Year for comprehensively integrating ENERGY STAR into every aspect of its business, including corporate communications, training, merchandising, marketing, and advertising. Evidence of Lowe's strategic commitment to ENERGY STAR includes everything from a dedicated ENERGY STAR staff and regular ENERGY STAR progress meetings to features in its annual and social responsibility reports and a visual standard guidelines for ENERGY STAR. Moreover, this commitment translated into a 38-percent increase in stocking and a 44-percent increase in sales of ENERGY STAR qualified products in 2004—more than double its overall sales growth of 18.3 percent. Lowe's has consistently delivered and expanded its consumer education activities through sales associate training, in-store promotions, vendor and utility promotions, TV ads, direct mail, and its Web site—altogether reaching 95,000 sales associates and more than 10 million customers per week. Lowe's continues to lead the pack because it capitalizes on every opportunity to educate the public about ENERGY STAR and the environmental benefits of energy efficiency, truly demonstrating that *Together, We're Saving More Than Money.*